

## Message Text

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11

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-05 RSC-01 /017 R

66613

DRAFTED BY: COM/OIM/SAD/ELCARTERON

APPROVED BY: EB/OCA/REP:LAKLIEFORTH

COM/OIM/SAD/BRYNO

ARA:EMCOHEN

EB/OCA/BR:JNESVIG

----- 048780

R 162047Z MAY 74

FM SECSTATE WASHDC

TO AMCONSUL GUAYAQUIL

AMEMBASSY LIMA

AMEMBASSY PANAMA

AMEMBASSY SANTIAGO

UNCLAS STATE 102394

E.O. 11652: N/A

TAGS: BEXP EC CI PE PN

SUBJECT: STATE OF GEORGIA IOGA TRADE MISSION

1. STATE OF GEORGIA PROPOSES NEW DATES FOR TREK FOUR TRADE MISSION AS FOLLOWS: SANTIAGO WORKING DAYS - SEPT 23, 24; LIMA WORKING DAYS - SEPT 27 AND 30; GUAYAQUIL WORKING DAYS - OCTOBER 3, 4. (THE MISSION WOULD NOT VISIT PANAMA).

2. COMMERCE MET WITH REPRESENTATIVES OF THE STATE OF GEORGIA IN WASHINGTON ON MAY 9 TO DISCUSS THE PROPOSED TRADE MISSION. ENTHUSIASM AND EARNESTNESS OF THIS GROUP TO DEVELOP THE SOUTH AMERICAN MARKET FOR GEORGIA GOODS AND SERVICES IS MANIFESTED BY THE FACT THAT STATE HAS ESTABLISHED A FULL TIME OFFICE IN SAO PAULO AND THE FACT THAT THEY HAVE APPOINTED A FULL TIME LATIN AMERICA COORDINATOR, DR. JOE KOONTZ, IN THEIR ATLANTA OFFICE TO RESEARCH MARKETING OPPORTUNITIES IN THESE AREAS. THE GEORGIA GROUP IS PREPARED TO ADEQUATELY FINANCE SECRETARIAL, INTERPRETER AND OTHER ADMINISTRATIVE COSTS SO AS TO REQUIRE A MINIMUM SUPPORT FROM THE EMBASSY. THEIR  
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PROMOTIONAL EFFORTS IN OTHER SOUTH AMERICAN COUNTRIES

SUPPORT THEIR CLAIM TO EXECUTE SUCCESSFUL MARKETING OPPORTUNITIES. THEIR COORDINATOR IS PRESENTLY STUDYING AVAILABLE RESEARCH IN AN ATTEMPT TO MATCH U.S. BUSINESS FIRMS IN GEORGIA TO MARKETING OPPORTUNITIES IN CHILE, PERU AND ECUADOR.

3. COMMERCE IS PREPARED, IF IOGA STATUS IS GRANTED, TO ASSIGN AN EXPERIENCED MARKETING OFFICER AS ADVANCE OFFICER FOR THE MISSION TO PROCEED WITH DR. KOONTZ ON OR ABOUT AUGUST 5 TO POSTS CONCERNED.

4. REQUEST POSTS' COMMENTS AND APPROVAL. RUSH

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## Message Attributes

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**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
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**Review Authority:** boyleja  
**Review Comment:** n/a  
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**Review Date:** 04 NOV 2002  
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**Subject:** STATE OF GEORGIA IOGA TRADE MISSION  
**TAGS:** BEXP, EC, CI, PE, PN  
**To:** GUAYAQUIL MULTIPLE  
**Type:** TE  
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